

2-Way 2Q Incentive | April 16 – July 31, 2021

You need flexibility and so do your clients. That's why you have **TWO ways to earn more in 2Q** and maximize your sales with eligible products! But you must Register to be eligible.

1st Way: TriTerm Medical (Nearly 3-year term — longest term length available in the short-term market!)

Earn with your first TriTerm Medical application!
Then earn more as you have more business submitted and issued!

TriTerm Medical Plans	1-4 apps	5-9 apps	10-14 apps	15+ apps
Copay, Plan 80, Plan 100	\$100	\$200	\$300	\$350
Value, Hospital & Surgical	\$50	\$100	\$200	\$250

2nd-Way: Short Term Medical & Health ProtectorGuard

Submit and have issued **any combination of 10** Short Term Medical and/or Health ProtectorGuard applications and you can earn a **bonus starting with the first app.**

Short Term Medical (min. 12-month term ¹)	\$100
Short Term Medical (6-11 mo. Term ²)	\$50
Health ProtectorGuard	\$100

But wait — there's one more way!

Earn more on eligible ancillary plans!

When you've submitted and have issued any combination of 10 TriTerm Medical plans, Short Term Medical, and Health ProtectorGuard plans, during the incentive period, then you are **eligible to earn \$30** for every submitted and issued³:

- **Dental**
- **Critical Illness**
- **Accident (SafeGuard, ProGuard or ProGap)**
- **HealthiestYou**

Our **best** plans are available to help your clients find coverage that works **best** for them and you have the freedom to earn a little more in a way that works **best** for your business!

Submit eligible product applications between April 16, 2021 – July 31, 2021. If issued by September 1, 2021 and meet eligibility requirements, then you'll earn more for your efforts! You must register to be eligible to earn.

For more information and new agent contracting, contact Stephens-Matthews Marketing

800-544-8250

INCENTIVE PROGRAM RULES:

1. To be initially eligible for this incentive, you must be registered for the "2-Way 2Q" incentive.
2. Eligible product applications are those submitted online from April 16, 2021 through July 31, 2021 and are for the following eligible products: TriTerm Medical Plans (excluding "Direct" plans), Health ProtectorGuard Plans (excluding "Guard" plans), and all Short Term Medical Plans(> 6 months/180 days; Any consecutive plans (e.g. 2x12) will only have the first term count toward the incentive baseline and eligible applications), Dental plans, Critical Illness plan, Accident SafeGuard plan, Accident ProGuard plan, Accident ProGap plan, and HealthiestYou membership . All other ancillary products, and optional benefit riders do not count toward this bonus opportunity.
3. Applications that meet the following criteria will apply toward the incentive: (a) Applications from one of the eligible products listed above only; (b) Submitted between April 16, 2021 – July 31, 2021, and issued by September 1, 2021; (c) with a "paid to" date past the effective date; and (d) an effective date no later than Oct. 1, 2021 (e) meeting any other stated criteria to be eligible (e.g. baselines).
4. Brokers must either submit at least 1 TriTerm Medical application and have it issued during the incentive period and/or submit a minimum 10 Short Term Medical and/or Health ProtectorGuard applications and have them issued within the incentive period before the incentive may be earned on eligible placed TriTerm Medical, Short Term Medical or Health ProtectorGuard business as defined above. To earn the additional incentive for Dental plans, Critical Illness plan, Accident plans and HealthiestYou membership, at least 10 TriTerm Medical, Short Term Medical and Health ProtectorGuard applications (any combination) must meet the criteria in rule #3.
5. All eligible plans must be in force for a minimum of three months (90 days) after the effective date to count as "issued." Coverage must be in force with premium payment current at the time of the incentive payout to be included.
6. Incentive will be paid over a series of rolling months and will not exceed five payouts. This schedule is designed to eliminate chargebacks and ensure proper payment on qualified plans. The 2Q Incentive monthly payout will begin in September 2021 and run through January 2022. Incentive payout only begins when the required incentive eligibility is met. Any broker registered for this incentive must have an active contract with Golden Rule Insurance Company and be in good standing at the time of payout in order to receive earned incentive.
7. Bonus follows the Assignment of Commission Form you have on file at the time the application is received, for each qualifying application.
8. These bonuses will be subject to a managing broker commission split, if applicable. Otherwise applications cannot be split between brokers.
9. Bonuses are paid per broker, based on his or her personal production.
10. Qualification is based on production as broker of record.
11. Any separate applications of family members for the same product type count as only one application for this contest. (with the exception of TriTerm Medical for the state of MO).
12. Bonus is paid as described above.
13. Golden Rule Insurance Company reserves the right to make final judgment on contest qualifiers or end this contest at any time without prior notification. Coverage that is withdrawn or does not meet the terms listed in these rules will not count toward the baseline and/or contest bonus.
14. Any required disclosures to brokers' clients are brokers' sole responsibility.
15. This contest is intended for the original recipient of this email only. NPN: %%NPN%%
16. Select Key and FMO contracted agencies may not be eligible.
17. 1099s apply.